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SHAPEWAYS IS ON A MISSION TO

RESHAPE

MANUFACTURING

Providing on-demand and scaled manufacturing services, powered by purpose-built proprietary software to make complex manufacturing simple.

And digital manufacturing software platform that enables manufacturers to digitize operations; unlocking revenue growth, increased profitability, and expanded capabilities.
Reshaping the multi-trillion dollar global manufacturing market by digitizing the end-to-end manufacturing process

Proven, high quality flexible digital manufacturing services delivering 24M+ unique parts to over 1M end customers in more than 180 countries

Strong enterprise manufacturing customer growth with attractive economics

Differentiated digital manufacturing software platform that enables other manufacturers to digitize their operations

Path to profitability driven by accelerating software adoption and scaling enterprise manufacturing solutions

Experienced and highly invested management team with strong investor support led by blue chip venture capital funds: Andreessen Horowitz, Lux Capital, Union Square Ventures and INKEF
DISRUPTING THE MULTI-TRILLION DOLLAR
GLOBAL MANUFACTURING MARKET

Challenge: Market is slow, manual, and rigid. Focused on mass production and unable to meet changing customer needs

Solution: Digitizing the end-to-end manufacturing process enables increased speed, lower costs, and higher flexibility

Global Digital Manufacturing Market Size is around ~$450B in 2023, with an estimated 16.2% CAGR (2023 – 2027).

Source: Allied Market Research, Grand View Research, IMARC, PMI Prophecy, Stifel elaboration.

Current Shapeways Opportunity\(^1\)

\(\$450B\)

Global Manufacturing Market

\(\$2T+\)
WELL POSITIONED TO DRIVE PROFITABLE GROWTH

LEVERAGING TECHNOLOGY & INVESTMENTS TO ACCELERATE GROWTH

Building on Shapeways legacy ecommerce manufacturing services, driving growth through expansion of enterprise manufacturing and commercializing digital manufacturing software platform.

ENTERPRISE-SCALE DIGITAL MANUFACTURING SERVICES

Highly scalable industrial-grade digital manufacturing capabilities accelerates enterprise customer time to market, and enables access to flexible on-demand manufacturing services.

DIGITAL MANUFACTURING SOFTWARE PLATFORM

Comprehensive digital manufacturing software platform allows other manufacturers to digitize their operations, grow revenue, and increase profitability.
DIGITAL MANUFACTURING SERVICES
PROVEN PLATFORM PROVIDING FLEXIBLE, ON-DEMAND MANUFACTURING SERVICES

SHAPEWAYS DIGITAL MANUFACTURING
high-quality manufacturing with extensive Additive Manufacturing capabilities

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<tbody>
<tr>
<td>24M+</td>
<td>1M+</td>
<td>180+</td>
<td>12</td>
<td>120+</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Parts Manufactured¹</td>
<td>Global Customers¹</td>
<td>Countries Delivered¹</td>
<td>Additive Technologies¹</td>
<td>Materials &amp; Finishes¹</td>
<td>Complaint Rate²</td>
</tr>
<tr>
<td>98%</td>
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<tr>
<td>Part On-Time Delivery³</td>
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</table>

(1) Company metric as of December 31, 2022
(2) 0.63% 2022 customer complaint rate
(3) 97.8% average 2022 on time delivery to customers
POWERED BY COMPREHENSIVE DIGITAL MANUFACTURING SOFTWARE PLATFORM

MAKING COMPLEX MANUFACTURING SIMPLE
End-to-end digitization and automation removes unnecessary costs and risks

Ordering
File upload, configuration, instant pricing, digital inventory

Analysis
File analysis, printability tools, file-optimization workflows

Planning
Supply chain management & smart-demand allocation

Pre Production
Manufacturing prep, tray planning, machine integration

Manufacturing
Complex one-part workflow, real time tracking, and traceability
CREATING SIGNIFICANT CUSTOMER VALUE

Enabling customers to access industrial grade, on demand manufacturing services without the capex investment

**FAST**
Receive physical products in days, from file upload to delivery

**SCALABLE**
Easily scale up and down based on your business needs

**LOW COST**
No upfront investment to get started & no minimum order quantity

**HIGH QUALITY**
Proven high-quality production to meet finished, end-product standards

**FLEXIBLE**
Switch between technology & materials based on customer needs

**SUSTAINABLE**
Additive Manufacturing offers eco-friendly, sustainable manufacturing
STRONG ENTERPRISE CUSTOMER GROWTH WITH ATTRACTIVE USER ECONOMICS

TARGET CUSTOMER GROWTH ALIGNED WITH MARKET
Top 250 Customer Revenue Growth¹
Top 250 Accounts Revenue ($ in Thousands)

IMPROVING CUSTOMER ECONOMICS USER ECONOMICS
Revenue & Gross Profit Per Top 250 Customer¹
Average Revenue And Gross Profit Per Top 250 Customer

(1) Top 250 customer revenue growth by year, accounts in Top 250 vary by period.
Shapeways supports a diverse customer base.

Enabling finished part production for industrial-grade manufacturing across industrial, aerospace, automotive and medical industries.
DIGITAL MANUFACTURING SOFTWARE PLATFORM
COMPREHENSIVE DIGITAL MANUFACTURING SOFTWARE SUITE

Proven proprietary digital manufacturing software platform enables other manufacturers to digitize their business.

ENABLING MANUFACTURERS TO DIGITIZE

**GROW REVENUE**
Access new opportunities, win more deals

**INCREASE PROFITABILITY**
Gain operational efficiencies through the end-to-end software platform

**EXPAND CAPABILITIES**
Leverage greater Shapeways supply chain to expand offering

**IMPROVE ACCESSIBILITY**
Shift online to improve customer accessibility and satisfaction
ACCELERATING SOFTWARE ADOPTION

Leveraging the MFG brand and customer base to accelerate go to market

OTTO

DIGITAL MANUFACTURING SOFTWARE

OTTO Software & Services enable customers to grow revenue, increase profitability, expand manufacturing capabilities, and increase accessibility.

DEMAND
Grow your business

ORDERING
Streamline process

TRANSACTIONS
Trusted online payments

PART TRACKING
Project management tools

MATERIALS
Save costs

SUPPLIES
Save more costs

SUPPLY CHAIN
Expand capabilities

LOGISTICS
Discounted shipping

UNTAPPED MANUFACTURING MARKETPLACE

120k registered users\(^1\) in need of digitization + growth

\(^1\) Registered users as of March 31, 2023.
CREATING SCALABLE
HIGH-MARGIN RECURRING REVENUE
THROUGH THE MFG CUSTOMER BASE

Q1 2023 showed significant momentum, resulting in a record-breaking quarter for SaaS contract commitments, new manufacturing registrations, and live projects on the platform.

CUSTOMER ACQUISITION
Significant Q1 bookings growth

- 56% Q1 SaaS Bookings\(^1\) growth QoQ, with bookings of $740K

CUSTOMER RETENTION
Consistent customer retention

- 5.3% 6mo Average Monthly Recurring Revenue Churn\(^2\)

CUSTOMER LIFETIME VALUE
Strong expected revenue

- $4,200+ Q1 2023 Expected Customer Lifetime Revenue\(^3\)

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\(^1\) Bookings is calculated as the total value of new signed contracts during the period.
\(^2\) Monthly Recurring Revenue Churn calculated for 2022 and 2023 customer cohorts, represents net percentage of total MRR lost from existing customer during the month, calculated as 6mo average.
\(^3\) Customer Lifetime value is the expected revenue collected for each customer during their subscription, calculated as contract value less churn.
PROFITABLE GROWTH
SCALING GROWTH INITIATIVES ENABLE CLEAR PATH TO PROFITABILITY

Projecting adjusted EBITDA profitability by year-end 2024 without the need to raise additional capital

<table>
<thead>
<tr>
<th>GROW REVENUE</th>
<th>IMPROVE GROSS PROFIT</th>
<th>REDUCE OPERATING EXPENSES</th>
<th>CONSERVE CASH BALANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>● Software Tools &amp; Services, showing exponential growth in bookings</td>
<td>● US Manufacturing facility consolidation completed in Q1 2023, expect future COGS savings</td>
<td>● Focus on optimizing headcount</td>
<td>● Maintain strong cash balance</td>
</tr>
<tr>
<td>● Strong multi-year bookings growth in Enterprise Manufacturing Solutions, expect estimated 20% CAGR to continue</td>
<td>● Business mix shifts towards highly scalable recurring software revenue with Gross Profit</td>
<td>● Enhance operating structure to improve expenses</td>
<td>● Continue to be rigorous with capital allocation</td>
</tr>
<tr>
<td>● eCommerce Manufacturing channels have stabilized</td>
<td>● Improving competitive environment driving price opportunities</td>
<td>● Further optimization of public company-related costs</td>
<td>● Ensure current cash balance enables transition to positive EBITDA</td>
</tr>
</tbody>
</table>
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